



## Macquarie Emerging Leaders Conference

8 May 2015

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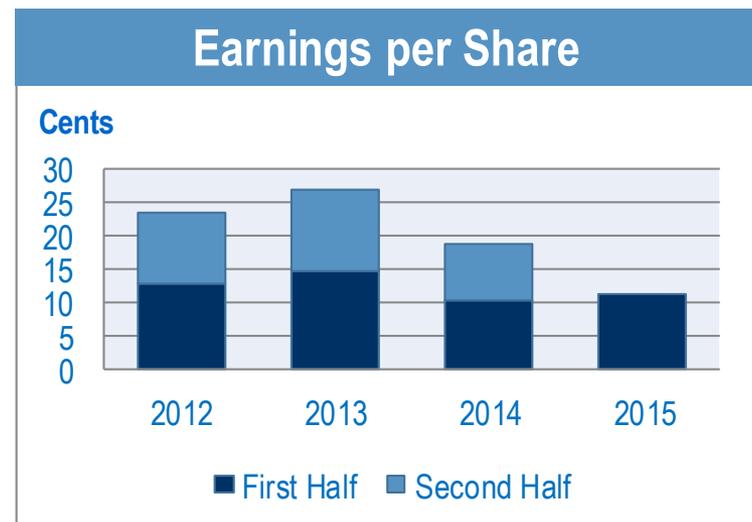
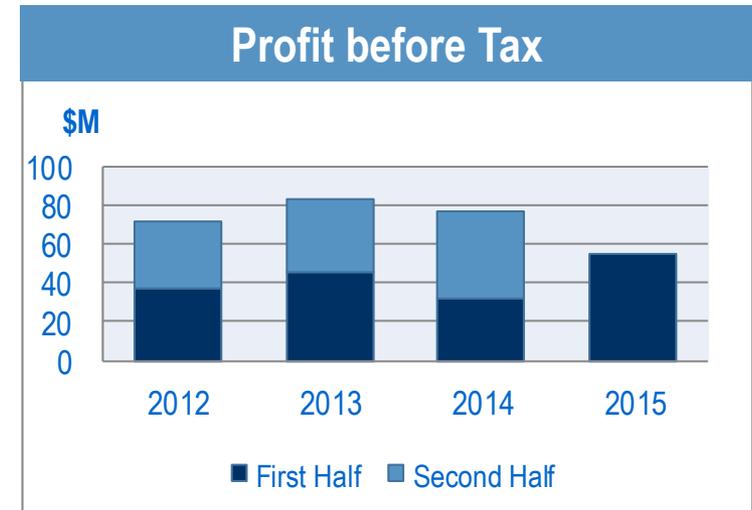
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# First Half FY2015 Summary

- First half performance in line with expectations
- Revenue \$456.3 million, **↑ 80.0% pcp**
- Pre-tax profit \$55.3 million, **↑ 71.5% pcp**
- Net profit after tax \$37.7 million, **↑ 55.8% pcp**
- Earnings per share of 10.3c, **↑ 5.1% pcp**
- Interim dividend 4c per share, **↓ 27.3% pcp**
- Operating cash flow \$118.4 million, **↑ 169.1% pcp**
- Cash at bank \$143.5 million, **↑ 123.5% pcp**



# Key Performance Ratios – 1H FY2015



	Variance PCP	6 Months Ended 31 Dec 2014	6 Months Ended 30 June 2014	6 Months Ended 31 Dec 2013
Revenue	↑ 80.0%	\$456.3M	\$341.1M	\$253.5M
EBITDA <sup>(1)</sup>	↑ 136.6%	\$132.0M	\$67.2M	\$55.8M
EBITDA / Revenue	↑ 6.9%	28.9%	19.7%	22.0%
EBIT	↑ 81.0%	\$61.9M	\$46.1M	\$34.2M
EBIT / Revenue	↑ 0.1%	13.6%	13.5%	13.5%
Share of Profits from Associates	↓ 5.6%	\$1.7M	\$1.7M	\$1.8M
Profit before Tax	↑ 71.2%	\$55.3M	\$44.8M	\$32.3M
NPAT	↑ 55.8%	\$37.7M	\$29.7M	\$24.2M
Earnings per Share <sup>(2)</sup>	↑ 5.1%	10.3c	9.0c	9.8c
Return on Assets <sup>(3)</sup>	↓ 1.7%	8.6%	11.9%	10.3%
Return on Equity <sup>(3)</sup>	↓ 2.1%	9.6%	12.1%	11.7%

<sup>1</sup> EBITDA impacted by Europa mobilisation

<sup>2</sup> Comparative EPS figures are TERP adjusted

<sup>3</sup> Annualised return



# Key Liquidity Ratios – 1H FY2015

Gearing remains relatively low with substantial cash at bank

	6 Months Ended 31 Dec 2014	6 Months Ended 30 June 2014	6 Months Ended 31 Dec 2013
Gearing % (Net Debt / Equity)	37.3% <sup>(5)</sup>	36.1%	32.2%
Interest Cover (EBIT / Interest)	6.8x	9.4x	7.9x
Operating free cash flow	\$118.4M <sup>(1)</sup>	\$10.4M	\$44.0M
Capital Expenditure	\$198.9M <sup>(2)(3)</sup>	\$16.9M	\$51.1M
Interest Bearing Liabilities	\$452.0M <sup>(4)</sup>	\$440.8M	\$199.9M
Cash at Bank	\$143.5M <sup>(5)</sup>	\$174.8M	\$64.2M
NTA per Share	\$2.19	\$1.95	\$1.72

(1) 1<sup>st</sup> Half operating free cash flow benefited from funding received on project mobilisations

(2) Capital Expenditure includes Europa mobilisation, Newbuild Capex and Maintenance Capex

(3) Committed Newbuild Capex of A\$127m – 2H FY15 \$39m; FY16 \$88m

(4) Interest bearing liabilities increased due to US\$ / A\$ exchange rate movement

(5) As at 30 April 2015 – Cash at Bank approx. \$140 million; Gearing 36%

# Vessel Operations

## Review of Operations:

- Utilisation:
  - 1<sup>st</sup> Half - 76% (Aust 82%, Int 72%);
  - 3<sup>rd</sup> Quarter - 60% (Aust 60%; Int 60%)
- Australian Operations:
  - Market softer in Q3 as construction project scopes complete and oil co's reduce discretionary spending
  - Day rates down 10-15%
  - Subsea 7 completed 1H; Europa – continuing into FY16
  - Extended Santos production support contract
- International Operations:
  - Challenging market with projects being cancelled, deferred or retendered to achieve lower pricing
  - Day rates down 15-30%
- Vessel sales programme challenging in current market

## Outlook:

- Utilisation levels for Q4 expected to be similar to Q3
- Progressing cost reduction and productivity targets
- 5 Newbuilds on track – INPEX PSVs expected to commence 5 + 5 year contract in FY17
- Continuing to tender for short and long term contracts
- Opportunities for new work scopes for Wheatstone, Prelude and Ichthys expected over the next 12 months

## Vessel Financials

	Variance PCP	6 Months Ended 31 Dec 14	6 Months Ended 30 Jun 14	6 Months Ended 31 Dec 13
Revenue	↑ 129.0%	\$404.8M	\$269.1M	\$176.8M
EBITDA	↑ 242.9%	\$120.7M	\$54.2M	\$35.2M
EBITDA / Rev	↑ 9.9%	29.8%	20.1%	19.9%
EBIT	↑ 165.7%	\$55.0M	\$38.3M	\$20.7M
EBIT / Rev	↑ 1.9%	13.6%	14.2%	11.7%
ROA	↓ 0.2%	10.0%	14.6%	10.2%

## Vessel Earnings (EBIT)



# Jaya integration update

- Integration progressing well:
  - Jaya now fully integrated with MMA's Singapore operations
  - Jaya consolidated under the “MMA Offshore” name
  - New Singapore corporate office opened in Feb-15
  - Benefiting from cross trading of fleet
- Singapore yard - restructured as a new offshore vessel services facility supporting third party and internal customers
- Newbuilds– 3 newbuilds delivered in first half; 3 additional vessels under construction in Batam shipyard
- Relatively high tax rate on international earnings due to Australian tax liabilities. Expect to see this reduce as legacy bareboat contracts run off.



# Supply Base Operations

## Review of Operations:

- Reduced Gorgon construction activity impacted demand for land and services across the Base in 1H
- Margins significantly impacted by reduced rentals
- Softer Q3 with avg. monthly wharf visits down 30% due to delays in some drilling programmes and generally low offshore activity
- Looking to expand service offering and attract new clients to replace lower construction activity
- New EBA approved in Jan-15 for a 3 year period enhancing workforce flexibility

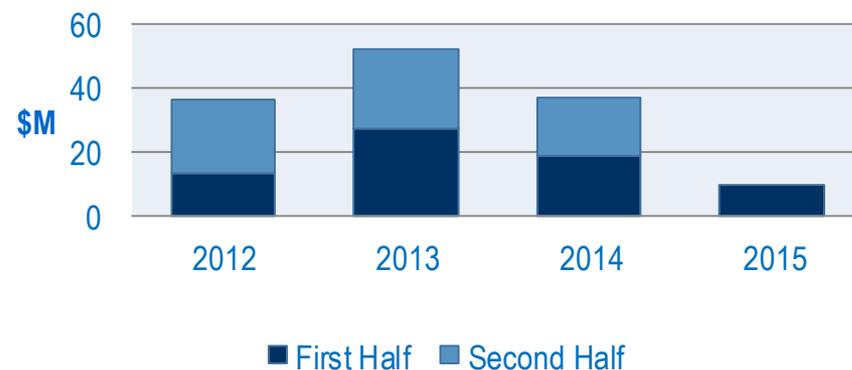
## Outlook:

- Q4 activity expected to be similar to Q3
- Progressing cost reduction and productivity targets
- Based on current activity levels, expect 2H earnings to be lower than reported 1H earnings

## Dampier Supply Base Financials

	Variance PCP	6 Months Ended 31 Dec 14	6 Months Ended 30 Jun 14	6 Months Ended 31 Dec 13
Revenue	↓ 33.7%	\$47.2M	\$62.1M	\$71.2M
EBITDA	↓ 47.2%	\$13.2M	\$22.3M	\$25.0M
EBITDA / Rev	↓ 7.2%	27.9%	35.9%	35.1%
EBIT	↓ 48.9%	\$9.6M	\$18.0M	\$18.8M
EBIT / Rev	↓ 6.1%	20.3%	28.9%	26.4%
ROA	↓ 9.8%	11.1%	21.0%	20.9%

## Dampier Supply Base Earnings (EBIT)



# Dampier Slipway Operations

## Review of Operations:

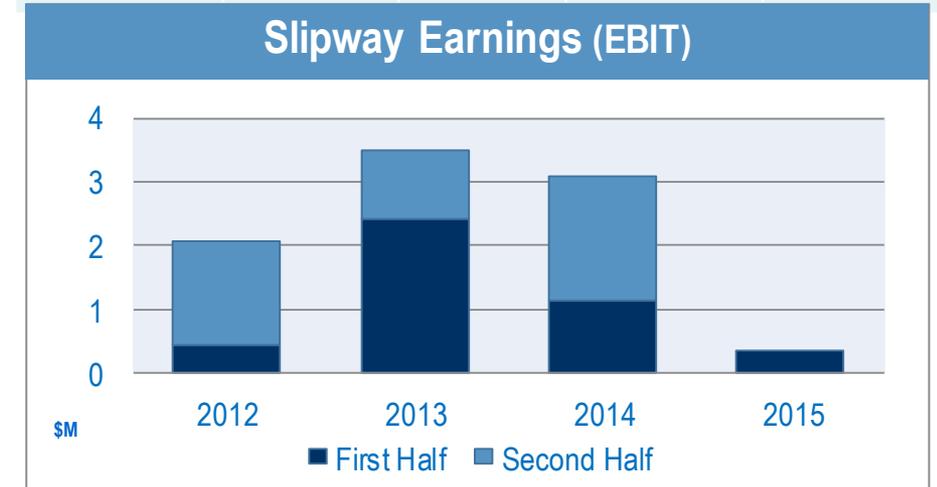
- Quiet second quarter impacted first half result due to relatively high fixed cost structure
- Relatively strong March quarter with solid activity
- Dockings completed - 1H (26); Q3 (9)

## Outlook:

- 2<sup>nd</sup> Half expected to be stronger than 1<sup>st</sup> half based on solid activity
- Progressing cost reduction and productivity targets



Slipway Financials				
	Variance PCP	6 Months Ended 31 Dec 14	6 Months Ended 30 Jun 14	6 Months Ended 31 Dec 13
Revenue	↑ 1.7%	\$11.9M	\$17.6M	\$11.7M
EBITDA	↓ 53.3%	\$0.7M	\$2.3M	\$1.5M
EBITDA / Rev	↓ 6.9%	5.9%	13.1%	12.8%
EBIT	↓ 63.6%	\$0.4M	\$1.9M	\$1.1M
EBIT / Rev	↓ 6.0%	3.4%	10.8%	9.4%
ROA	↓ 10.3%	3.9%	21.6%	14.2%



# Broome Supply Base JV

## ***Review of Operations:***

- MMA 50% Share of NPAT for the half year - \$1.7m (\$1.8m 1H FY2014)
- Supported drilling campaigns for Shell, Woodside, Conoco Phillips and Santos during the 1<sup>st</sup> Half

## ***Outlook:***

- Currently operating in line with expectations
- Woodside recently completed drilling as expected and the Base continues to support Shell and INPEX's drilling programmes



**Australian construction activity is ongoing with major sanctioned LNG projects underway but some schedules are being pushed out and the low oil price is having a negative impact on discretionary spending and day rates**

- **Gorgon** – Construction plan has majority of current contracts rolling off by Dec-15, though expect some to be extended
- **Ichthys** – Secured contract for international towage work; Subsea scopes to intensify in Q2 FY16
- **Wheatstone** –Tug and Barge scope expected to commence Q2 FY16 (tendered)
- **Prelude** – Small contracts expected for 2H FY15; Tug & Barge and Supply Vessel scope to commence Q3 FY16; Hook up and Commissioning scope Q4 FY16 / FY17 (to be tendered)
- **Drilling** – reduced activity expected although a number of development drilling campaigns are still scheduled by the major oil and gas companies
- **Inspection Maintenance Repair** – marketing longer term IMR vessels with newbuilds MMA Prestige and MMA Pinnacle launching in next financial year.
- **Production Support** – Bidding significant vessel support contracts for 3 separate clients totalling 20 Years (FY17 impact)

**Subdued activity levels expected for the remainder of FY2015 and into FY2016 with current construction project work scopes completing and oil companies reducing discretionary spending.**

# International Outlook

## The lower oil price has translated into lower vessel utilisation and reductions in day rates

- Activity in Asia and Africa is being significantly impacted by oil and gas companies reducing capital expenditure and looking to lower their operating costs
- A number of projects and campaigns have been cancelled or deferred with others being re-tendered to achieve lower pricing
- The market in the Middle East has softened considerably in the 3<sup>rd</sup> Quarter with utilisation falling and downward pressure on rates
- Vessel operators are pricing aggressively to maintain utilisation and rates have been under pressure across all vessel types
- Several of MMA's long term contracts have been reduced in term or have not been extended as anticipated and a number of contracts have been renegotiated at lower rates in order to maintain utilisation
- We continue to see activity in all regions, with tenders being released for new and existing work and MMA continues to secure new short term contracts, albeit at lower rates, which should maintain utilisation at current rates for the June quarter.
- Fleet optimisation programme proving difficult to execute in current market although we have signed sales agreements on 2 barges and continue to negotiate sales contracts on further vessels
- Expect market conditions to remain subdued for the remainder of FY2015 and into FY2016.

# Summary

- First half performance in line with expectations but trading activity for the March-15 quarter below expectations as the impact of low oil prices was felt across the offshore support industry
- Vessel utilisation declined significantly in the 3<sup>rd</sup> quarter both in Australia and Internationally
- Day rates have reduced by 10-15% in Australia and 15-30% internationally
- Expect soft conditions to continue for the remainder of the financial year and into FY2016
- Supply Base activity has also reduced in the third quarter due to delays in drilling and generally lower offshore activity
- Slipway and Broome Supply Base performing in line with expectations
- Progressing well towards \$15m cost reduction and productivity improvement target
- Vessel sales programme challenging in current market but continuing to negotiate sales contracts
- Newbuild programme on track
- Balance sheet remains strong with cash at bank of approx. \$140m as at end April and gearing of 36%. MMA continues to operate within the terms and conditions of its debt facilities
- A number of factors will impact the full year result for the 2015 financial year, however based on trading for the Mar-2015 quarter, MMA expects that its full year underlying earnings will be similar to FY2014 reported earnings
- On present indications the Company expects trading conditions to remain soft into FY2016

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# Vessel Listing (1 of 5)



Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
MERMAID	INSCRIPTION	SINGAPORE	PSV, DP2	2012	-	87	10192	48
MERMAID	LEEUWIN	SINGAPORE	PSV	2013	-	82	6434	28
MMA	LEVEQUE	SINGAPORE	PSV, DP2	2010	-	75	6700	40
JAYA	VALOUR	LABUAN	PSV	2013	-	83.6	8047	60
JAYA	VALIANT	SINGAPORE	PSV	2014	-	76	8000	44
MERMAID	VIGILANCE	SINGAPORE	PSV, MULTI PURPOSE	2009	-	70	4338	50
JAYA	VICTORY	SINGAPORE	PSV	2014	-	76	8000	44
JAYA	VIGILANT	SINGAPORE	ROVSV / PSV	2013	-	83.6	8047	60
JAYA	PRIDE	SINGAPORE	MPMWV	2013	-	78	5150	148
JAYA	MERMAID 3	SINGAPORE	AHT	2007	60	49	5150	27
JAYA	ALMIGHTY	SINGAPORE	AHTS	2010	67.3	58.7	5150	42
JAYA	AMANDAM	SINGAPORE	AHTS	2009	67.1	58.7	4800	42
JAYA	AMARA	SINGAPORE	AHTS	2009	65	58.7	4800	42
JAYA	CAVALIER	SINGAPORE	AHTS	2010	108	70	8000	50
JAYA	CENTURION	SINGAPORE	AHTS	2011	108	70	8000	50
JAYA	CHIEFTAIN	SINGAPORE	AHTS	2009	103	70	8160	42
JAYA	CONCORDIA	LABUAN	AHTS	2010	125	70.5	8000	42
JAYA	CONFIDENCE	SINGAPORE	AHTS	2011	120	70.5	8000	42



# Vessel Listing (2 of 5)



Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP/DWT	Berths
MDPL	CONQUEROR	SINGAPORE	AHTS	2010	119.5	70.5	8000	42
MDPL	CONTINENTAL ONE	SINGAPORE	AHTS	2010	121	70.5	8000	42
JAYA	CORAL	SINGAPORE	AHTS	2011	108	70	8000	50
JAYA	CRYSTAL	LABUAN	AHTS	2012	108	70	8000	50
JAYA	DAUPHIN	SINGAPORE	AHTS	2008	127	72.5	10730	42
JAYA	DEFENDER	LABUAN	AHTS	2009	129	72.5	10730	42
MERMAID	DISCOVERY	SINGAPORE	AHTS, MULTI PURPOSE	2007	65	57	5500	42
DJM	FORTUNE 3	SINGAPORE	AHTS	2004	63	57.5	4750	42
JAYA	MAJESTIC	SINGAPORE	AHTS	2014	150	78.2	12070	46
JAYA	SEAHAWK 1	LABUAN	AHTS	2009	156	75.4	12240	50
JAYA	SEAL	SINGAPORE	AHTS	2004	66	62.9	5500	42
JAYA	TREASURE 2	SINGAPORE	AHTS	2005	65	58.7	5150	42
MERMAID	VANQUISH	SINGAPORE	AHTS	2007	64	59	5150	42
MERMAID	VANTAGE	SINGAPORE	AHTS	2009	67	59	5150	42
MERMAID	VISION	SINGAPORE	AHTS	2009	105	68	5940	32
MERMAID	VOYAGER	AUSTRALIA	DP1, AHTS	2009	66	59	5150	42
MERMAID	RANGER	SINGAPORE	AHTS	2007	50	40	4000	18
MERMAID	RELIANCE	SINGAPORE	AHTS	2010	69	50	5150	30



# Vessel Listing (3 of 5)



Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP/DWT	Berths
MERMAID	RESOLUTION	SINGAPORE	AHT	2010	70	50	5150	36
MERMAID	SENTINEL	AUSTRALIA	AHTS	2006	50	40	4000	18
MERMAID	SUPPORTER	AUSTRALIA	AHTS, OSV	2001	60	45	4800	24
MERMAID	COVE	AUSTRALIA	DPA, AZIMUTH, OSV	2013	70	52	5400	22
MERMAID	GUARDIAN	AUSTRALIA	AHT, OSV	2005	52	40	4000	17
MERMAID	PROVIDER	AUSTRALIA	AHT, OSV	1999	54	45	4000	12
MERMAID	SOUND	AUSTRALIA	AHT, AZIMUTH, OSV	2007	70	50	7200	22
MERMAID	STORM	AUSTRALIA	AZIMUTH, OSV	1993	48	34	4000	15
MERMAID	STRAIT	AUSTRALIA	AHTS OSV, AZIMUTH, DPA	2012	69	52	7300	24
MERMAID	CARVER	AUSTRALIA	AZIMUTH TUG	2000	47	32	3300	14
MERMAID	ENDEAVOUR	AUSTRALIA	AZIMUTH TUG, OSV	1995	48	35	4000	12
MERMAID	ACHIEVER	TUVALU	STANDBY, SURVEY, UTILITY	1982	-	40	1620	34
MERMAID	INVESTIGATOR	AUSTRALIA	SUPPLY, MULTI PURPOSE	2006	30	54	3620	42
MERMAID	SEARCHER	AUSTRALIA	SUPPLY, MULTI PURPOSE	2008	34	54	3200	34
MERMAID	CHIEFTAN	AUSTRALIA	TUG, WORKBOAT	1969	20	20	2200	5
MERMAID	TITAN	AUSTRALIA	HARBOUR TUG	1983	10	14	700	3
MERMAID	COMMANDO	AUSTRALIA	TUG, WORKBOAT	1981	13	20	2078	12
MERMAID	ARROW	AUSTRALIA	FAST CREW, UTILITY	2009*	-	20	1080	5



# Vessel Listing (4 of 5)



Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
MERMAID	SPIRIT	AUSTRALIA	UTILITY	1998	-	30	1100	32
MERMAID	RESOURCE	AUSTRALIA	UTILITY	1996	-	27	2600	6
MERMAID	CONSTRUCTOR	AUSTRALIA	BARGE	2003	-	76	-	-
MERMAID	ESPERANCE	SINGAPORE	BARGE	2010	-	76	-	-
MERMAID	REGENT	AUSTRALIA	BARGE	2010	-	76	-	-
JAYA	300	SINGAPORE	DECK CARGO/TANK BARGE	2008	-	91.4	9000 DWT	-
JAYA	301	SINGAPORE	DECK CARGO/TANK BARGE	2008	-	91.4	9000 DWT	-
JAYA	302	SINGAPORE	DECK CARGO/TANK BARGE	2008	-	91.4	9000 DWT	-
JAYA	INSTALLER 10	PANAMA	ACCOMMODATION/CRANE WORK BARGE	2011	-	111.6	9900 DWT	300

## Vessels Under Construction

Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
JAYA	PRIVILEGE	SINGAPORE	MPMWV	JUN-15	-	90	10450	239
JAYA	PRESTIGE	SINGAPORE	ROVSV	OCT-15	-	87.8	3000 DWT	100
JAYA	PINNACLE	SINGAPORE	ROVSV	DEC-15	-	87.8	3000 DWT	100
MMA	PLOVER	AUSTRALIA	PSV	NOV-15	-	81.7	8425	27
MMA	BREWSTER	AUSTRALIA	PSV	MAR-16	-	81.7	8425	27



# Vessel Listing (5 of 5) – Chartered Vessels



Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
BHAGWAN	RENEGADE	NETHERLANDS	MULTICAT	2010	45	31	4000	5
BIBBY	RENAISSANCE	BARBADOS	ACCOMMODATION BARGE	1991	-	-	-	660
BRITOIL	121	SINGAPORE	AHT	2011	160	59	12240	48
BRITOIL	81	SINGAPORE	AHT	2009	110	56	8160	48
DANA	CRUZ	USA	SHALLOW DRAFT TUG	2010	14	28	1800	6
JMC	3010	SINGAPORE	BARGE	2012	-	92	-	-
MISS	HANNAH	USA	CARGO BARGE	2012	-	122	-	-
MISS	MARY	PANAMA	CARGO BARGE	2013	-	122	-	-
SILJA	EUROPA	ESTONIA	ACCOMMODATION VESSEL	1993	-	202	-	1434



# Glossary of Terms

<b>AHT</b>	Anchor Handling Tug	<b>NTA</b>	Net Tangible Assets
<b>AHTS</b>	Anchor Handling Tug Supply Vessel	<b>OSV</b>	Offshore Support Vessel
<b>EBA</b>	Enterprise Bargaining Agreements	<b>PCP</b>	Previous Corresponding Period
<b>EBIT</b>	Earnings before Interest and Tax	<b>PSV</b>	Platform Supply Vessel
<b>EBITDA</b>	Earnings before Interest, Tax, Depreciation and Amortisation	<b>ROA</b>	Return on Assets
<b>FY</b>	Financial Year	<b>SEA</b>	South East Asia
<b>JV</b>	Joint Venture	<b>TERP</b>	Theoretical Ex Rights Price
<b>LNG</b>	Liquefied Natural Gas		
<b>NPAT</b>	Net Profit after Tax		

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